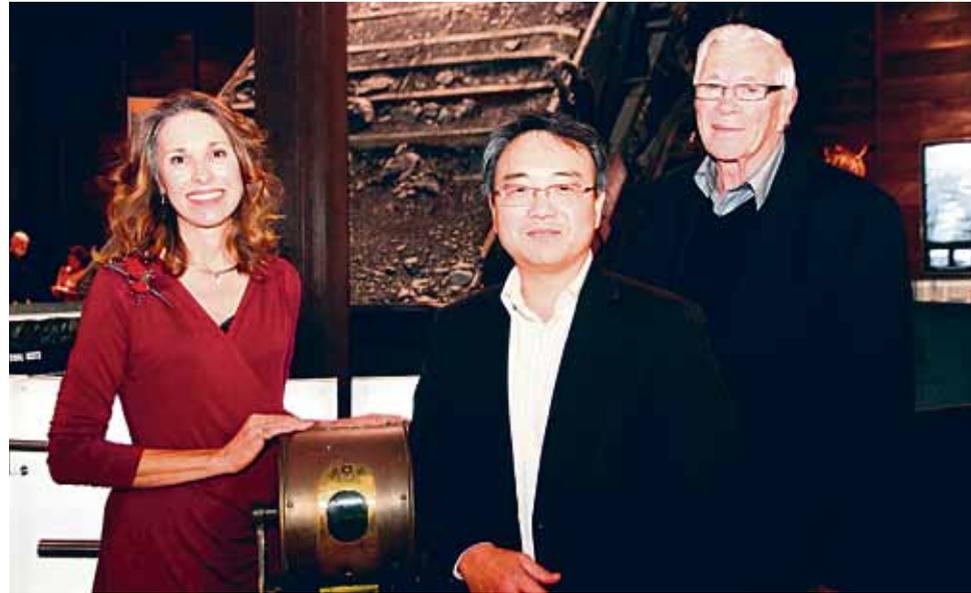


**Financial Overview**

DWC recorded a positive result in the first month of the 2014 financial year. Investment gains contributed to an April profit of \$875k compared to a target of

\$375k. Expenses were in line with budget. Total assets as at the end of April were \$122m and the Trust had equity of \$104.8m.

# Visitors flocking to new Coaltown museum



**Coaltown Trust Chair Gail Howard with DWC CEO John Chang and DWC Chair John Sturgeon at the opening**

**V**ISITORS are flocking to the new Coaltown museum in central Westport with over five times the usual number of visitors arriving in its first nine days.

Eight years and one month after the idea to move the Coaltown museum was first mooted it opened on Westport's main street in June. Coaltown manager Chris Hartigan says it is the culmination of a dream and feedback from visitors has been wonderful.

"There has been a fantastic reaction, people are coming in and saying wow and spending a lot more time looking round the collection. It is a far better working environment and we can now look after our collection much better, the staff love it," he says.

As part of the \$3.75 million project, which is now home to the museum and i-Site, new premises were built and warehouse space was refurbished. Funding was provided by the Buller District Council, Lotteries Commission, Solid Energy, the Buller Arts and Recreation Trust and Development West Coast which provided \$500,000 through its Extraordinary Distribution Fund.

"We couldn't have done it without the funders and volunteers who gave a sizeable amount of time and money. The funding from DWC came near the end of the project when we were close to getting full funding, it really helped us get over the line and without it we

couldn't have got underway," says Mr Hartigan.

DWC's Extraordinary Distribution Fund saw \$2 million made available to each of the three West Coast district councils in 2011 to fund various community assets and projects. Buller District Council allocated the \$500,000 to the Coaltown museum project and DWC chair John Sturgeon, who attended the opening, says it was just the sort of project Trustees hoped to see the funding spent on.

"It is a great concept and I was impressed that the site sits in the middle of town, if anybody visits Westport they can't miss it. The councils make the final decisions about where this funding goes and Buller District Council has done very well by distributing money in the right places," he says.

In its first nine days of operation 1,300 people have visited the Coaltown museum. This includes 800 on opening day and is well up on the 240 people who visited in the whole of June 2012.

The museum is a living piece of Buller's heritage telling the stories of the pioneers that battled the rugged environment in search of their fortune. On display is a huge Q wagon used on the famous Denniston Incline and a 20 tonne break drum used to slow the wagons as they raced down the incline. Collections of photographs also paint a picture of the hard daily life for miners and their families.

# Engineering firm reaps rewards from award win

**W**HEN people visit the offices of Greymouth Engineering firm Equip Engineering one of the first things they notice is the company's West Coast Leading Light Business Excellence award sitting in pride of place in reception.

Equip Engineering won the Westland Milk Products Construction, Engineering and Manufacturing award in 2012. Co-managing director Lee Swinburn says it has been a great string to the bow for the company which they promote as much as they can.

"Winning the award has given us a real sense of pride. The award sits in our main foyer and everyone who visits knows about it. We use the winning logo on our letterhead, on all quotes and correspondence and get a lot of great feedback," he says.

Mr Swinburn says staff were absolutely stoked with the win and the company had a big breakfast BBQ for staff to celebrate. "It's good to know you are at the top of your game and the win was a real good boost and sense of achievement," he says.

The company's website promotes the win and Mr Swinburn says it is great to be able to let prospective clients know they won the award. He believes they have picked up new business as a result and the company has been visited by Prime Minister John



**Equip Engineering's Peter Haddock shows Prime Minister John Key and National MP Chris Auchinvole through the workshop. Co-managing director Lee Swinburn in background.**

Key and MPs since the win. "We will definitely be entering again this year. You have got to be in to win."

Entries for the 2013 West Coast Leading Light Business Excellence Awards opened on 4 June 2013 and close on 26 July. All entries received on or before 10 July go in the prize draw for a special Breakaway Package which includes two nights' accommodation for two people at the Heartland Hotel Fox Glacier and a guided walk for two on the Fox Glacier from Fox Glacier Guides.

For more information and entry forms go to [www.leadinglight.org.nz](http://www.leadinglight.org.nz)

# New sponsors and prize packages for business awards

NEW sponsors have come on board for the 2013 West Coast Leading Light Business Excellence Awards with additional categories and prize packages also on offer.

"The winner of this year's Greymouth Evening Star Super Nova award will receive a prize package of \$5000 of management training donated by the New Zealand Institute of Management Southern, along with a media package valued at over \$2500, and a locally crafted trophy.

The Radio Network is sponsoring the new Rising Star award designed to recognise small businesses that are less than 5 years old and demonstrate qualities such as dynamic leadership, or innovative product/service development and have an ambition to grow and put the West Coast on the map. The winner of this award will receive \$1,500 of radio advertising from The Radio Network.

The new Leading Light Innovation Award will be sponsored by Hairy Lemon & The I.T. Team. This award recognises innovation that has made a significant difference to a business's productivity, modus operandi, profitability or performance.

Also new this year are insurance brokers Crombie Lockwood who will sponsor the Leading Light Trades/Manufacturing/Primary Producer award.

DWC was also excited to see previous sponsors keen to take part again. Duncan Cotterill will sponsor the Leading Light Enterprise 30+ award, Price WaterhouseCoopers will sponsor the Leading Light Retail award, Tourism West Coast sponsors the Leading Light Tourism award, ACC once again sponsors the Leading Light Workplace Health and Safety Award and Westland Milk Products is back as sponsor of the Leading Light Community/Charity Organisation award.



**DWC Trustee Frank Dooley with some of business owner/operators attending the Westport Awards seminar**

DWC CEO John Chang says these awards wouldn't happen without the generosity of sponsors. "I am encouraged to see so many sponsors supporting the awards again and new ones coming on board to celebrate business excellence on the Coast," he says.

"Times are tough for businesses out there and any extra marketing exposure helps so I would recommend businesses take advantage of the awards and enter. As finalists and winners they get great publicity and there are some wonderful prizes this year," says Dr Chang.

This year DWC ran awards seminars during June in Westport, Greymouth, Hokitika and Franz Josef Glacier. "The turn-outs for these were encouraging. They were a great way to get tips on filling out the Leading Light Business Excellence Awards entry form but if you didn't get to attend please feel free to ring us for any advice," says DWC's Helen Wilson.

For more information on the awards and entry forms go to [www.leadinglight.org.nz](http://www.leadinglight.org.nz).

## Upcoming Events

### BUSINESS BREAKFAST

*Freddy's, Mackay Street, Greymouth, Wednesday, July 17, 7.30am*

Guest speaker Canterbury Employers' Chamber of Commerce CEO Peter Townsend will talk about Collaborate Canterbury.

**Cost: \$20 by registration**

**For registrations, please contact [Nelia@dwc.org.nz](mailto:Nelia@dwc.org.nz) or 03 768 1076**

### WEBSITE TRAINING COURSE WITH WEBSITE MARKETING ACADEMY

*DWC offices Greymouth, June 27, 8am - 1pm*

Learn how to optimise your site for search engine marketing.

**Cost \$700 but contact DWC as you may be eligible for a 50% subsidy**

**For registrations, please contact Paul Schramm at [paul@fun-nz.com](mailto:paul@fun-nz.com).**

## Chairman's Comment

**DURING** the month, our CEO and I were privileged to be invited to attend the pre-opening ceremony of the newly developed Coaltown Museum and i-Site at Westport.

It was a special occasion and along with other generous supporters DWC was pleased to have been able to financially assist the relocation and redevelopment of these two valuable community assets.

What a great job Gail Howard (Chair) and the team have done. The ultra-modern glass framed façade with thick wooden cross frames is a magnificent contrast to the wonderful and ageless art deco Municipal Chamber building. The exhibition of the coalmining heritage on the West Coast at the Coaltown Museum is certainly something else. If you have not yet seen the new facility in Westport, I highly recommend that you do.

There are a number of projects that management and staff are working on that are bubbling away. Trustees and I are communicating with wide and diverse groups of people within the business community listening to the current challenges and opportunities that might be available out there. DWC is always exploring innovative ways of further stimulating the local economy beyond the \$10m

cash injection we have already contributed in the last 18 months or so.

The 2013 West Coast Leading Light Business Excellence Awards event team has secured the necessary level of corporate sponsorship. I know it's not easy to commit to sponsorship, especially during a recessionary time, but the fact that the sponsors have all returned is a demonstration of just how much the event means to us all and the importance of highlighting the business excellence that exists on the West Coast. The corporate sponsors and the organisers are doing their bit - it's now up to the local businesses to step up and participate by submitting their applications to the event. What better way to stand out than by becoming a category finalist or even a winner at this year's Leading Light event! Good luck to you all.

**John Sturgeon  
Chairman**

For further information, contact:  
John Sturgeon, Chair,  
or John Chang, CEO  
(03) 768 0140 or 0800 768 0140